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438 The tea is made up into disc-shaped cakes some eight
274 inches in diameter and one inch thick, weighing about 12 ozs. These cakes, which are called *yüan*, are then put together in packets of seven, placed one on top of the other, and done up with strips of the outer bark of bamboo. This packet is called a *t'ung*, and it is in this form that it is usually sold.

According to my informants, seven-tenths of the tea goes to Yün-nan Fu and is from there distributed over eastern Yün-nan, Ssŭ-ch'uan, and other provinces. A good deal of the remainder is sent to Ta-li and other places in western Yün-nan, and to Tibet.

438 As to the cotton I did not get any details, but the trade
248 is certainly a large one. The principal cotton growing districts are in the Chinese Shan States of Keng Hung and Möng Lem, and the British Shan State of Keng Tung. The greater part of Yün-nan is too cold to admit of this crop being cultivated, and as the whole population is clothed in cotton material, the trade in this commodity is one of the
438 largest and most necessary in the province. Much of it comes from Ssŭ-ch'uan, whence it is imported both in the raw form, in yarn, and in cloth. Much Manchester and Indian yarn and some cloth also comes into the province from the Yangtze, from Bhamo, and from Mêng-tzŭ, the treaty port near the Tong-king frontier. But there is still a considerable trade in raw cotton from Burma *viâ* Bhamo, and from the Shan States *viâ* Ssŭ-mao. How long this import of the raw material will hold its own is a matter of doubt, as the superior convenience of the foreign yarn is making it yearly more popular, but there must always be a certain demand for raw cotton to be used in the padded coats so universally worn in cold weather.

000 I do not think that a railway or even a trade route has ever been proposed between Kun-long and Ssŭ-mao, but having been over this country by two different roads, I may say that I think a railway would be impracticable and useless, and I do not expect that there will ever be even a trade route. The country lying between these two places is very wild and mountainous, contains nothing that can really be called a town, and is sparsely inhabited, principally by hill-men who, whether Chinese or of other tribes, have